

GSA selects Turner as CM; systems contract is next

Turner Construction Co., New York City, among the losers for the General Services Administration's (GSA) first construction manager (CM) contract, has come away with the prize in its second attempt.

Last week, GSA's Public Buildings Service (PBS) selected Turner, in association with MDC Systems, Inc., Cherry Hill, N.J., as CM for a Social Security payment building systems project over five other finalists at a price of \$1,497,800.

GSA has projected the cost of the three-building systems project to \$97 million, originally estimated at \$72 million, and is now soliciting technical proposals without price for the systems hardware contract (ENR 10/7 p.79).

Under the CM contract, which covers services in both design and construction, Turner will get \$162,000 for working with architects and engineers in the design phase; \$1,130,000 for its CM services during construction and \$205,800 to implement management, scheduling and monitoring control systems.

While PBS declined to reveal the bid prices of the other five proposals, Walter Meisen, assistant commissioner for construction management, implied that the spread was less than that for the CM contract let for GSA's law enforcement training facility in Beltsville, Md. (ENR 9/16 p.73).

"All the bids were pretty close," said Meisen, "but Turner scored the highest in technical evaluation and submitted the lowest price." While Meisen claimed that price negotiations didn't take place, he said that all finalists were called in to discuss their bids. "We wanted to make sure that the candidates understood what they were bidding on and that they were pricing the same work."

Elated by their firm's selection as CM, Turner executives expect work to begin immediately with the project's executive architect-engineer.

"We're delighted to have been picked for this job," says Turner board chairman Howard S. Turner. "PBS commissioner Arthur Sampson's pioneering decision to apply systems concepts to high-rise office buildings introduces opportunities for a new logic in the design-building process."

Just as pleased is James O'Brien,



Howard S. Turner

"A new construction logic."

MDC Systems president, a subsidiary of Philadelphia-based Management Data Corp. O'Brien's firm will prepare CPM logic networks for design and construction including the implementation

of a prototype management control system that is being developed by McKee-Berger-Mansueto, New York City, for the Beltsville CM job.

With the CM contract settled, both PBS and Turner are actively soliciting firms or a combine of firms to put together proposals to supply the systems needed to meet PBS performance specifications for the project.

"Our greatest need now is for companies to take the lead in putting these packages together," says Meisen. The unpriced proposals must be submitted to PBS by Mar. 30, 1972. PBS is expected to request priced proposals this summer and to select the systems contractor sometime in September.

Contractors call for higher productivity

Contractors must find ways to improve their operations and increase productivity if they want to return to a free market and to prosper.

The warning comes from two contractors representing opposite sides of the management fence, open-shop contractor Joseph S. Lamonica, president of Associated Builders and Contractors (ABC), and union contractor John E. Healy, II, president of Associated General Contractors (AGC), who shared the speakers' platform at the Cleveland Engineering Society's 20th annual construction conference.

"Can we, in an era of tremendous growth, deliver the product, make a profit, and serve the public interest with present management trends and techniques?" Lamonica asked. "If you look at today's economy, you have your answer."

While criticizing what he called labor's "inordinate political power and the monopolistic conspiracy of market unionism," Lamonica said he doesn't particularly blame organized labor. "We hear our union counterparts cry that they have lost the right to manage. You don't lose your right to manage, you give it away. And you have to earn it back. You earn it back by accepting the responsibility to manage in the public interest."

Approved For Release 2002/02/19 : CIA-RDP86-AE0244R000200510005-4

work performed. By working to get rid of prevailing wage statutes. By exposing violence and vandalism. By opposing legislation that legalizes secondary boycotts. And by using new technology and new products that lower the cost of construction."

The only way the industry can be assured of a free market after Phase Two, Lamonica said, is to begin to operate on a merit shop basis, something ABC proves can be done. "Otherwise, we'll have control after control."

Healy, tracing construction wage inflation to labor shortages of the '60s and stressing its spillover into other industries, said, "The government was needed to stop the wild escalation that was on-going earlier this year. But it's our job to follow that up." And the job of controlling inflation and assuring that wage boosts really increase purchasing power, he explained, is to restrain wage escalation while restoring productivity to reasonable levels.

In addition to supporting the President's stabilization efforts, the AGC has a number of programs to achieve this end. Among them, Healy said, are restoration of the concept of a fair day's work for a fair day's pay as part of labor contract compliance, abolition of strikes through new disputes settlement on the craft board concept of the Construction Industry Stabilization Committee and labor law reform.